



# IT Schedule 70 Quarterly Industry Meeting: Cloud SIN Questions and Answers

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## Meeting Information

Date: July 9, 2015

Time: 1:00PM Eastern

The following questions were received during the Cloud SIN Industry Day webinar during the IT Schedule 70 Quarterly Vendor Meeting. The responses provided include the responses provided during the session, as well as additional information provided by GSA.

## Questions and Answers

1. **What is the transition process for current Email as a Service (EaaS) and Infrastructure as a Service (IaaS) Blanket Purchase Agreement (BPA) contract holders? Will they be automatically transitioned to the Cloud SIN 132 40? Will they need to submit the proposal describing how they meet the criteria of the NIST Cloud Computing Definition?**

Existing EaaS and IaaS BPA contract holders will not automatically be added to the Cloud SIN and must submit a modification request through the GSA eMod portal for each service they wish to modify. With each submission on eMod, current BPA contract holders will also need to submit a response for how the service(s) fit the criteria of the NIST Cloud Computing Definition. The process is also detailed in the slides on the Cloud SIN 132 40 website [here](#).

2. **Where are the proposal instructions for the Cloud SIN 132 40 available?**

The proposal instructions can be found on the [Cloud SIN website](#) and in the [solicitation](#) guidance (under the *Terms and Conditions* in Attachment 14 (pg 30-46) and *Technical Evaluation Criteria SIN 132 40* in Attachment 15).

3. **If I list under the Cloud SIN, can I continue selling services under other SINs?**

Vendors are highly encouraged to move their true cloud services under Cloud SIN 132 40. Through the eMod process, existing contract holders may propose to add their cloud services under the new Cloud SIN.

4. **What are the evaluation factors? How are my services being tested?**

To clarify, services are not being tested; they are being evaluated to ensure that they meet the criteria established in the NIST Cloud Computing Definition. Proposals to accompany each submission have a very short format on which they be evaluated: 2



pages on how the service meets the NIST Essential Characteristics of cloud computing”, ½ page on the deployment model (public, private, hybrid, or community), and an optional ½ page on the service model (SaaS, PaaS, IaaS). The complete evaluation factors can be found in the solicitation in the Terms and Conditions in Attachment 14 (pg 30-46) and Technical Evaluation Criteria SIN 132 40 in Attachment 15.

5. **Will contractors awarded under SIN 132 52 (Electronic Commerce Services) be required to migrate to Cloud SIN 132 40?**

Vendors are highly encouraged to move their NIST defined “cloud computing” services under the Cloud SIN 132 40. Those services that are not NIST defined may be listed under SIN 132 52 or the applicable SIN which the offerings is currently listed. Please work with your GSA contracting officer if you have questions regarding the current listing of your “cloud computing” offerings that are not NIST defined.

6. **Is the Cloud SIN only for cloud service providers or is it open to cloud brokers, cloud integrators, or cloud resellers?**

The SIN is open to any company that offers true “cloud” services that meet the criteria defined in the NIST Definition of Cloud Computing. Refer to the Terms and Conditions in Attachment 14 (pg 30-46) and Technical Evaluation Criteria SIN 132 40 in Attachment 15 in the solicitation. Note: Ancillary professional services should not be listed under Cloud SIN 132 40 but rather, should be listed under SIN 132 51 (IT Professional Services) or SIN 132 100 Ancillary Supplies and/or Services.

7. **Do services need to be certified by the Federal Risk and Mitigation Program (FedRAMP) to be eligible for Cloud SIN?**

Vendors are not required to have FedRAMP certification to be awarded on Cloud SIN 132 40. However, when an ordering agency orders services at the Task Order level, vendors will have to meet security requirements and comply with the FedRAMP policy.

8. **Will FedRAMP compliance support services be moving to Cloud SIN 132 40?**

No, FedRAMP compliance support services are not one of the three cloud service models defined by NIST: Software as a Service (SaaS), Platform as a Service (PaaS), or Infrastructure as a Service (IaaS).

9. **Cloud services are governed by data usage agreements provided by the manufacturers - will GSA provide guidance on what to expect as far as the data usage agreement reviews? Will it be similar to the current software end user license agreement (EULA) reviews? Will this be incorporated into the new "clause" for EULA requirements?**

Data usage agreements will be handled at the individual task level by the ordering agency. The GSA contracting staff will continue to review all proposed commercial supplier agreements for inconsistencies with Federal law that place agencies at risk. These reviews help eliminating those common conflicting commercial supplier agreements' terms and conditions, and drastically reduce the risk to the Government.

10. **What do you see as differences between cloud services under Schedule 70 and cloud services that will be on NS2020 Enterprise Infrastructure Solutions (EIS) contracts? How will GSA advise agencies which contract to use for acquiring cloud services?**



The Cloud SIN specifically covers commercial cloud services on IT Schedule 70 only. Network Services 2020 ([NS2020](#)) is GSA's strategy for the next generation of telecommunications and information technology (IT) infrastructure services, and EIS contracts are still in development. GSA will direct clients to solutions as appropriate based on agency requirements.

**11. Can a vendor sell under the Cloud SIN 132 40 by using an outside integrator to deliver the service if it is outside its normal business area?**

If the service provided by a prime contractor meets the criteria and service models established by the NIST Cloud Computing Definition, they may use subcontractors under IT Schedule 70. Agreements with subcontractors must be handled by the prime contractor, as ordering activities will only pay the prime contractor. This arrangement covers authorized resellers as well. If a vendor is offering professional services to integrate cloud architectures, those services should be provided under SIN 132 51 (IT Professional Services).

**12. Any additional guidance on pricing?**

Pricing analysis for cloud services is more complex and difficult when compared to non-cloud services and offers. As such, we highly recommend providing other than cost and certified data, which may include your competitor's pricing or complementary services pricing, to support the price analysis of your proposed unit pricing information. This additional information will assist the contracting staff in its analysis and may expedite the review process and timeline.